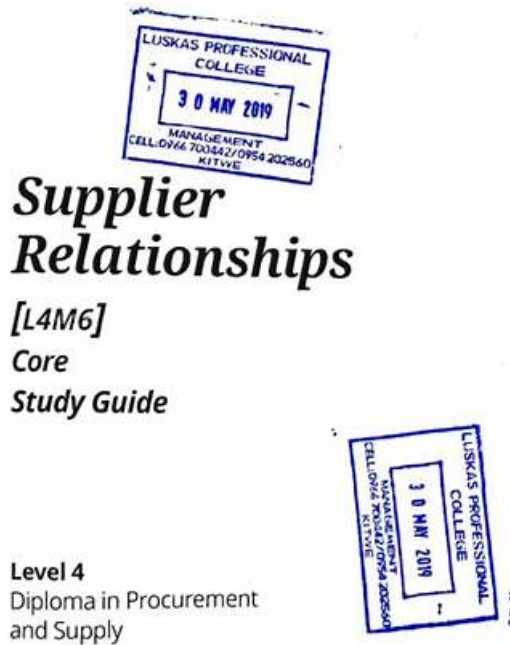


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CIPS Supplier Relationships Sample Questions (Q130-Q135):

NEW QUESTION # 130

Which of the following are considered part of the '5 Rights of Procurement'? Select THREE.

- A. cost
- B. focus
- C. quality
- D. time
- E. place

Answer: C,D,E

Explanation:

The 5 Rights of procurement are; place, quality, quantity, time, price. (Price and Cost are not the same thing).
See p.38

NEW QUESTION # 131

Which of the following is an important step in partnership sourcing?

- A. Ensuring the other party has as little margin as possible
- B. Imposing and enforcing unrealistic KPIs
- C. Secretly formulating an exit strategy
- D. Selling the idea to management

Answer: D

Explanation:

For partnership sourcing to succeed, senior management buy-in is essential. Selling the idea internally ensures commitment of resources, trust, and long-term strategy alignment. Options A and D undermine partnerships, while B contradicts the open and collaborative nature of partnership sourcing.

NEW QUESTION # 132

When developing a supplier partnership, a buyer can take either a strategic or reactive approach. What would be a reason for a reactive approach?

- A. The buyer wishes to create a new product and requires input from a supplier
- B. It will allow for consolidation in the supply chain
- C. You discover that the supplier has a high profit margin
- D. Sudden changes in the marketplace

Answer: D

Explanation:

The correct answer is 'Sudden changes in the marketplace' - this is a reason a buyer would be reactive. Reactive is when something happens to you and it forces you to act in a certain way. The other options would be strategic rather than reactive. P. 163

NEW QUESTION # 133

Achieving value for money can often be described as the three Es? What are these?

- A. Economy, Efficiency, Environment
- B. Efficiency, Economy, Ethics
- C. Ethics, Environment, Economy

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